

**From:** "John Allin" <john@allinco.com>  
**To:** "Brian Marshall" <brian@snowmanagementgroup.com>  
**Cc:** "Jeff Vernon" <jeff@snowmanagementgroup.com>  
**Sent:** Friday, April 16, 2004 2:04 PM  
**Subject:** Re: Heritage Update

Please keep me in the loop, even if you bcc me....  
Thanks for the update.  
JAA

----- Original Message -----

**From:** "Brian Marshall" <brian@snowmanagementgroup.com>  
**To:** "John Allin" <john@allinco.com>  
**Cc:** "Jeff Vernon" <jeff@snowmanagementgroup.com>  
**Sent:** Friday, April 16, 2004 1:45 PM  
**Subject:** Heritage Update

> John,  
>  
> Jeff has asked me to update you on the Heritage project. This is where we  
> stand to date.  
>  
> 1) I have done the take-off of the 147 sites and have entered them  
> individually into the estimating program.  
> 2) I have researched aprox 1/2 of them thus far for snowfall totals. The  
> list we have covers aprox 2% of the ones within the portfolio, so it has  
> been necessary for me to expand the search so as to get appropriate  
> snowfall  
> totals for each area. This also involved plotting them out into Microsoft  
> Street and Trips, so as to be able to group sites into certain areas for  
> average snowfalls.  
> 3) I have been attempting to research equipment rates for all the areas. I  
> have spoke to Jeff, he suggested I ask Chet to help me out and maybe Chet  
> will be able to have one or two of the SMG office staff also give some  
> help.  
> I was trying to get this information by looking up companies in the area  
> on  
> the Internet and calling them trying to get rates, this was not that  
> successful. So I am hoping Chet and the office may be able to help me out.  
> 4) I will be continuing to try to ascertain equipment rates for areas in  
> an  
> order to provide the proper quote. I am not in favor of guessing since any  
> commission I may get is based on profit. I want to be as accurate as  
> possible.  
> 5) I will have this completed before Jeff returns at which point we will  
> be  
> meeting to review the numbers site work ups etc.  
> 6) Jeff has asked me to also send a e-mail out to Bob Prendergast to

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. update

> him on our progress as well, this will be done right after I finish typing  
> this. We will then be looking to meet with Bob before May 1.

>

> If you have any questions, let me know.

>

>

> Sincerely,

>

>

> Brian Marshall

> Strategic Accounts Manager

> Snow Management Group - New York Office

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